

BUSINESS OPPORTUNITIES

Before entering into a contractual agreement with a company, readers are advised to verify the bona fides of the companies listed here.

BELGIUM — A Canadian-owned marketing company has prospective firms that seek to import the following products from Canadian exporters: **health foods; innovative prepared convenience foods; organic maple syrup; environmentally-friendly consumer products and technologies.** The firm will act as broker and/or provide direct marketing and communications support. Contact John C. Lindsay, Director, Sirius, Suite 18, Ige Beeldekensstraat, 2060 Antwerp, Belgium. Tel/Fax: 32-3-235-9056.

CHINA (People's Republic) — A Canadian company with an office in the economic centre of southwest China is interested in representing Canadian firms engaged in **all types of commodities and services.** The company will display, without charge, your product literature and brochures in its Chongqing office. Contact Canrith Limited, 35 Howard Street, Toronto M4X 1J6. Tel.: (416) 363-1141. Fax: (416) 363-8893.

CHINA (People's Republic) — A company engaged in **oil field equipment and the general tools industry** wishes to enter into a **joint venture** with interested Canadian firms. Contact Lily W.L. He, CW International Trade Company, 3920 Robinson Street, Suite 5, Regina, Saskatchewan S4S 3C8. Tel.: (306) 584-5628. Fax: (306) 584-9648.

CHINA (People's Republic) — A Chinese company wishes to purchase complete equipment for the production of **phosphate-free washing (laundry) powder.** Contact the firm's Canadian representative: Alex Wu, Multiway International Exchange & Development Co., 350 Church Street, Suite 703, Windsor, Ontario N9A 7C8. Tel.: (519) 258-4311. Fax: (519) 258-8146.

CZECH REPUBLIC — A chemicals and metals firm whose engineering shop **custom manufactures equipment for the chemicals and food processing industries** wishes to contact businesses interested in **production cooperation.** Contact Ludek Sarman, Marketing Manager, HMZ Bruntal, Zahradni Street 46, P.O. Box 138, 792 01 Bruntal, Czech Republic. Tel.: (*42-646) 3591. Fax: (*42-646) 3637. Telex: 066293.

INDIA — A government-recognized export house specialising in export of leather products is interested in **diversifying into manufacturing gelatine and ossein.** Canadian companies interested in offering requisite technical know-how may contact Mr. Manoj Srivastava, Chief General Manager, Super House Limited, 150 Feet Road, Jajmau, Kanpur - 208 010. Tel.: 91-512-350391/350398. Fax: 91-512-350814/91-512-357325.

INDIA — A well-established trading house is looking for an experienced partner to provide **latest technology for the manufacturing of accessories for optical fibre cables of 6, 12 & 24 fibre sizes.** The accessories

required are: joint closures and branching type; terminal boxes; fibre distribution frames; jumpers, patchcords and pigtails; tool kits. Contact Mr. P.P. Singh, P&S Trading Corporation, Burnaby, B.C. Tel.: (604) 444-4294. Fax: (604) 433-1552.

KUWAIT — A well-established company wishes to represent Canadian **manufacturers of agricultural equipment** in Kuwait. Contact Nashaat Jabak, General Manager, Agricultural Green Kuwait, P.O. Box 26717, Safat, 13128, Kuwait. Fax: (011) 965-381-0536. Interested parties may forward their products/prices lists to the firm's Canadian representative: Basil Jabak, BDM Consulting & Management, 80 Woodsend Run, Brampton, Ontario L6Y 4H7. Tel.: (416) 209-3000.

SAUDI ARABIA — A prominent Saudi conglomerate seeks Canadian **turnkey expertise and supply for a canned fish (salmon, sardine, tuna, shrimp) factory.** Interested companies may contact Rajhi Foam & Plastic Factory, P.O. Box 42185, Riyadh 11541, Saudi Arabia. Tel.: (966-1) 448-2450. Fax: (966-1) 446-1493.

SOUTHEAST ASIA — A Canadian-owned, Asian-based sales company is interested in representing Canadian **building material/equipment manufacturers** in Thailand, Malaysia, Singapore, Indonesia and the Philippines. The firm deals with the largest distributors in these regions. Contact Mark Mensing, Cascadia Sales, 46251 Harford St., Chilliwack, B.C. Tel.: (604) 793-4303. Fax: (604) 793-4661.